

Message Text

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62

ACTION XMB-04

INFO OCT-01 ARA-10 ISO-00 AID-05 CIAE-00 COME-00 EB-07

FRB-01 INR-07 NSAE-00 USIA-15 TRSE-00 OPIC-06 SP-02

CIEP-02 OMB-01 L-03 /064 W

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P 011853Z SEP 76

FM AMEMBASSY BOGOTA

TO SECSTATE WASHDC PRIORITY 7064

UNCLAS BOGOTA 8878

E.O. 11652: N/A

TAGS: BEXP, EMES, XMB, CO

SUBJ: EXPORT-IMPORT BANK FINANCING FOR COLOMBIAN HOSPITAL
PROJECT

1. J AGE HAE, VICE PRESIDENT OF APELCO INTERNATIONAL, NORTH-

BROOK, ILLINOIS, HAS REQUESTED EMBASSY ASSISTANCE IN INFORMING
INTERESTED WASHINGTON AGENCIES, ESPECIALLY EX-IM BANK,
OF EXCELLENT POSSIBILITY FOR SALE OF US HOSPITAL EQUIPMENT
WORTH \$7-8 MILLION TO FUNDACION SANTA FE OF BOGOTA.

2. SALE WOULD AMOUNT TO COMPLETELY EQUIPPING NEW HOSPITAL
TO BE CONSTRUCTED UNDER DIRECTION OF PRESTIGIOUS GROUP OF
DIRECTORS HEADED BY FORMER COLOMBIAN PRESIDENT CARLOS
LLERAS RESTREPO.

3. POTENTIAL US SUPPLIERS FACING VERY STIFF COMPETITION
FROM GERMAN, FRENCH AND ITALIAN SUPPLIERS. ACCORDING
TO HANE, APELCO IS SUPPLIER PREFERRED BY MEDICAL DIRECTOR
PATINO AND CHAIRMAN OF BOARD LLERAS RESTREPO. HOWEVER,
ITALIANS HAVE OFFERED 20 YEAR TERMS AND GERMANS, 15
YEAR TERMS. HANE HAS BEEN TOLD THAT IF APEPIO COULD
MEET THE 15 YEAR OFFER, THEY WOULD BE AWARDED THE CONTRACT.
APPARENTLY APELCO HAS RECEIVED PRELIMINARY INDICATION FROM
EX-IM BANK THAT THEY WOULD CONSIDER 10 YEAR TERMS FOR THIS
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PROJECT.

4. HANE WILL BE TRAVELLING TO US AT END OF THIS WEEK
(SEP. 3/4) AND WOULD BE WILLING TO ADJUST TRAVEL
PLANS IN ORDER TO GO TO WASHINGTON AND DISCUSS PROJECT
AND THE FINANCING QUESTION WITH APPROPRIATE EX-IM BANK
OFFICIAL IF THIS WOULD BE USEFUL. EMBASSY UNDERSTANDS
THAT MAIN OFFICE OF APELCO IN ILLINOIS WILL BE CONTACTING
EX-IM BANK IN THIS MATTER.
SANCHEZ

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